BEFORE THE STATE BOARD OF EQUALIZATION OF THE STATE OF CALIFORNIA

In the Matter of the Appeal of)
CITADEL INDUSTRIES, INC.,
SUCCESSOR IN INTEREST TO)
ALCO PRODUCTS, INCORPORATED)

OPINION ON PUTITION FOR REHEARING

On June 28, 1966, we sustained the action of respondent Franchise Tax Board on the protests of appellant Citadel Industries, Inc., successor in interest to Alco Products, Incorporated, against proposed assessments of additional franchise tax in the amounts of 379.49 and 32,084.64 for the income years 1958 and 1959, respectively. A timely petition for rehearing of the appeal has been filed by appellant pursuant to section 25667 of the Revenue and Taxation Code.

The question raised by the appeal was whether all of the sales of locomotives made by appellant's predecessor, Alco Products, Incorporated, to a California customer should be attributed to California for purposes of the formula used to allocate income within and without the state.

At the time we issued our opinion on this question, the record showed that Alco's representative in charge of Alco's California sales office was paid a salary of 98,000 for the year 1959. In its petition for rehearing, appellant states that the California salesman actually received a salary of 913,800 for that year.

We said in the course of our opinion in this matter that Alco's payment of a very substantial salary to its California salesman indicated Alco's recognition of the value of his services. This was not the gravamen of our decision, however. If the annual salary of 498,000 is removed from the picture and replaced by the substantially lower figure of 413,800, the fact remains that the direct negotiations of the sales in question were conducted by the California salesman from an office maintained in California for the sole purpose of making sales. Those negotiations constituted "employee sales activity" as the phrase is used in respondent's

Appeal of Citadel Industries, Inc., successor in interest to Alco Products. Incorporated

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regulation (Cal. Admin. Code, tit. 18, reg. 25101) and were sufficient to sustain respondent's assignment to California of the sales thus negotiated.

ORDER

Pursuant to the views expressed in the opinion of the board on file in this proceeding, and good cause appearing therefor,

IT IS HEREBY ORDERED, ADJUDGED AND DECREED, pursuant to section 25667 of the Revenue and Taxation Code, that the petition for rehearing of the appeal of Citadel Industries, Inc., successor in interest to Alco Products, Incorporated, from the action of the Franchise Tax Board on protests against proposed assessments of additional franchise tax in the amounts of 579.49 and 52,084.64 for the income years 1958 and 1959, respectively, be and the same is hereby denied and that our order of June 28, 1966, be and the same is hereby affirmed.

•	Done	at Sacra	mento 🦯 🔏	California,	this	Ast day
of	September	. 1056,	by the St	ate Board of	Equal	lization.
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BEFORE THE STATE BOARD GF EQUALIZATION OF THE STATE OF CALIFORNIA

In the Matter of the Appeals of)
PONTICOPOULOS, INC.

ORDER CORRECTING CLERICAL ERROR

It is hereby ordered that the word "Sacramento," appearing on line 9 of the last page of the opinion and order issued by the board on September 1, 1966, in the matter of the Appeals of Ponticopoulos, Inc., be changed to "September,"

Bone at Sacramento , California, this 6th day of October , 1966, by the State Board of Equalization.

Chairman

Member

Member

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Member.

ATTEST:

Secretary